

## Message Text

UNCLASSIFIED

PAGE 01 PARIS 20541 271604Z

45

ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 DOTE-00 OMB-01 TRSE-00

SS-15 L-03 H-03 NSC-10 RSR-01 SSO-00 NSCE-00 INRE-00

STR-08 /098 W

----- 073477

O R 271517Z JUL 73

FM AMEMBASSY PARIS

TO SECSTATE WASHDC IMMEDIATE 2146

FAA BRUSSELS

UNCLAS PARIS 20541

E.O. 11652: N/A

TAGS: ETRN, FR, GW, SP

SUBJECT: FINANCIAL SUPPORT FOR AIRBUS

REF: AVIATION DAILY, JULY 9, 1973, BONN 8524 NOTAL (STATE  
140142, BONN 10678)

1. APPEARING BEFORE FRENCH SENATE, ARMY MINISTER, ROBERT  
GALLEY, ANNOUNCED THAT GOF WOULD TAKE SIMILAR MEASURES TO THOSE  
DECIDED BY GERMANY AND PROVIDE BANK CREDITS AT SIMILAR RATS TO  
MARKET THE A300B. HE STATED THESE MEASURES ARE INDIPENSABLE IN  
VIEW OF DOLLAR DEVALUATION.

2. SUBSEQUENTLY QUESTIONED BY FRENCH NATIONAL ASSEMBLY,  
GALLEY REAFFIRMED GOF WISHES TO ASSURE SUCCESS OF AEROSPACE  
PROGRAMS UNDERWAY BY FINANCING DEVELOPMENT AS WELL AS MARKETING  
PHASES AND INTENDS TO INTRODUCE NEW FINANCING METHODS IN VIEW  
CURRENT SEVERE COMPETITION. THESE COMPLEX MEASURES ARE STILL  
BEING DEVELOPED IN ALMOST DAILY MEETINGS BETWEEN MINISTRIES OF  
THE ARMY, TRANSPORTATION, AND ECONOMY AND FINANCE. GOF WILL  
ANNOUNCE MEASURES IN DETAIL WHEN FULLY ELABORATED.

3. IN THE MEANTIME, FRENCH AIRBUS INDUSTRY REPRESENTATIVES  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 PARIS 20541 271604Z

HAVE FLATLY STATED THEY ARE PREPARED TO MEET US COMPETITION WITH

REGARD TO PRICE OF EQUIPMENT AND FINANCING TERMS REGARDLESS OF DOLLAR DEVALUTATION. RESULTING SALES PACKAGES WILL LIKELY BE CUSTOMIZED TO COMPETITIVELY ACCOMMODATE INDIVIDUAL CUSTOMERS' NEEDS. ONLY BASIS AT PRESENT FOR ESTIMATING POTENTIAL AIRBUS SALES PRICE AND FINANCING TERMS IS THAT COST OF AIRBUS (MODEL B-2) AIRCRAFT RECENTLY QUOTED AT APPROX. 12.7 MILLION DOLLARS LESS ENGINES AND OPTIONAL EQUIPMENT. PERCENTAGE OF GOV SUBSIDY AID TO BE THREE PERCENT AND INTEREST RATES 7-7.5 PERCENT.

RELEVANT ARTICLES FROM PRESS AND GOVERNMENT BEING POUCHED.

IRWIN

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973PARIS20541  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** PARIS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t1973077/aaaaafcu.tel  
**Line Count:** 73  
**Locator:** TEXT ON-LINE  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 73 AVIATION DAILY, JULY 9, 1973, BON, N 8524 NOTAL (STATE  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** kellerpr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 15 JAN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <15-Jan-2002 by phillir0>; APPROVED <15-Jan-2002 by kellerpr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FINANCIAL SUPPORT FOR AIRBUS  
**TAGS:** ETRN, FR, GE, SP  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005